



CFE

H1FY25

Indigeneering: Indigenous solutions for Aatmanirbhar Bharat

Earnings Presentation



Introduction

CFF Fluid Control Ltd. is a leading force in India's defense manufacturing sector, exemplifying the nation's drive toward self-reliance through indigenous innovation under the "Atma Nirbhar Bharat" initiative. Established in 2012, the company has evolved from a modest component manufacturer to a full-fledged provider of advanced solutions for naval and submarine systems. This transformation is attributed to the visionary leadership of Managing Director Mr. Sunil Menon and Chairman Mr. Gautam Makker, whose combined expertise has shaped CFF's growth trajectory and its pivotal role in India's defense ecosystem.

The company's comprehensive product portfolio caters to a wide range of critical naval and submarine applications, including sonar systems, high-pressure air systems, integrated platform management systems, and torpedo launching mechanisms. Its state-of-the-art manufacturing facilities, emphasis on innovation, and commitment to quality have established it as a trusted partner to domestic shipyards and global defense giants like Naval Group and Atlas Elektronik. With a strong geographical presence across India and a dedicated team of 251 professionals, CFF Fluid Control Ltd. is poised to address the lifecycle needs of Indian Navy ships and submarines while adhering to the most stringent defense standards.



Our Journey

2012



Inception of CFF

CFF carved a niche with its cutting edge technology & starts undertaking Naval Project Management.

2014



CFF & N.G Framework Agreement

CFF & Naval Group enter in a framework agreement that ensures technology transfer for components equipment and systems.

2023



Enhancing Submarine Communication with NEREIDES

NEREIDES and CFF provide Buoyant Wire Antenna systems with full lifecycle support for enhanced underwater communication capabilities.

2024



Teaming Agreement With Atlas

With Atlas teaming up as technology partner CFF has now started working on Indigenization of Sonar Systems.

Founder's Profile



Mr. Sunil Menon

With over 30 years of experience in marine engineering, Mr. Sunil Menon is the founding promoter of CFF Fluid Control Ltd. He has been a member of the company's Board of Directors since its inception and was re-designated as the Managing Director effective September 30, 2022.

As Managing Director, Mr. Menon spearheads the organization's growth and business strategy. He brings extensive expertise in industries such as defense, engineering research, and manufacturing. Under his leadership, CFF has evolved from a small components manufacturer into a well-established organization with a diverse portfolio that includes turnkey projects, integrated multi-platform systems, and a comprehensive product line catering to various aspects of naval marine operations.

Mr. Menon has also been instrumental in fostering strategic partnerships both domestically and internationally. These include collaborations with global leaders such as Naval Group and Atlas Elektronik, as well as domestic naval ship builders like MDL, GRSE, and Naval Dockyards. His efforts have cultivated a loyal customer base that has significantly contributed to the organization's growth and success.

Founder's Profile



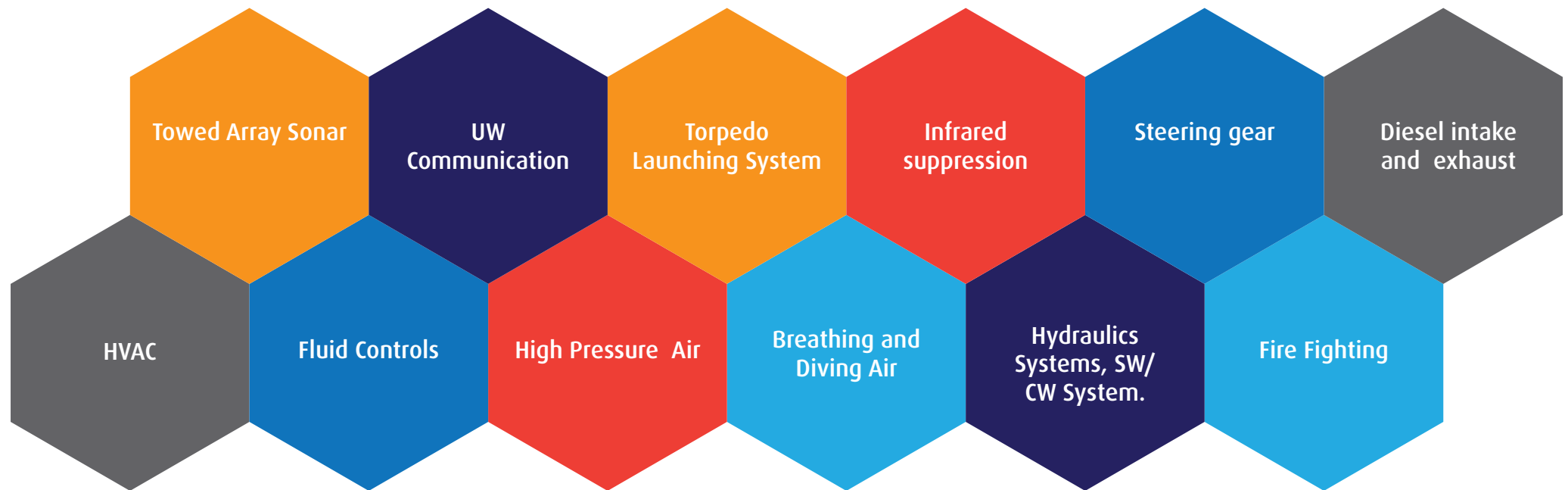
Mr. Gautam Makker

Mr. Makker is the founding promoter of our company and has been a member of the Board of Directors since its incorporation. He was re-designated as Chairman and Non-Executive Director effective September 30, 2022. He holds a Bachelor's degree in Electrical Engineering from Poona University, completed in 1991.

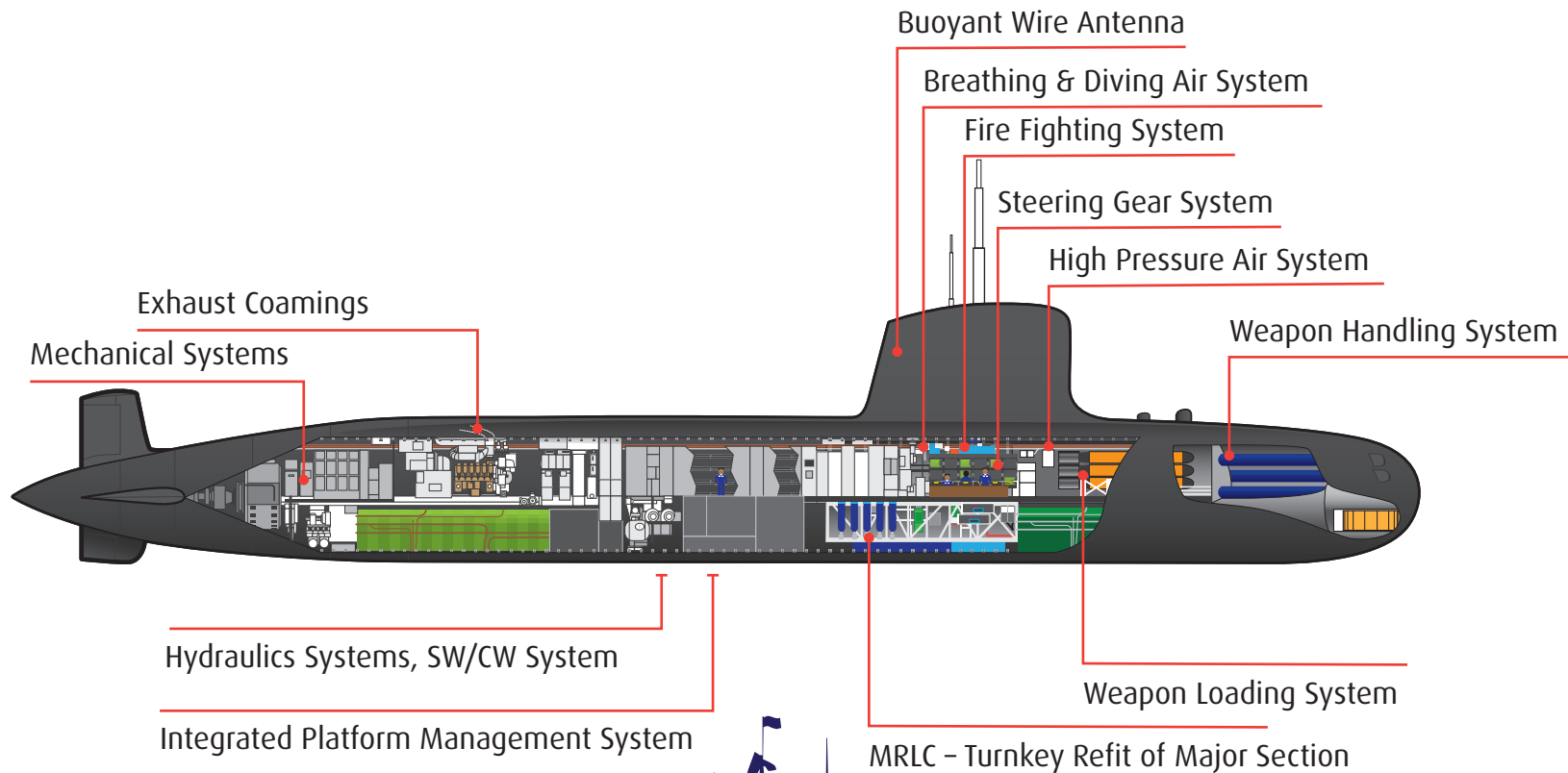
With over 25 years of experience in sourcing and providing solutions for the defense, power, and marine industries, Mr. Makker has been a driving force behind the organization's innovative and research-oriented approach. His leadership has positioned CFF Fluid Control Ltd. as an industry pioneer and has guided the adoption of cutting-edge technologies within the company.

As a Non-Executive Director, Mr. Makker contributes his expertise to shaping the organization's growth and expansion strategies. Under his guidance, CFF Fluid Control Ltd. has built a robust product portfolio and expanded its presence across India.

Product Line — Naval Applications



Product Line — Submarine Applications



Current & Future Navy Programmes



Submarine Programmes

- P75
- P75 AS
- P75 (I)
- SSN
- P76



Naval Ship Programmes

- Project-17 Alpha frigates (P-17A)
- Project-17 Bravo frigates (P-17B)
- Next Generation Destroyer (NGD)
- Next Generation Mine Vessel (NGMV)
- Next Generation Patrol Vehicle (NGOPV)



Our People



Total Manpower

237



Marketing & Administration

26



Quality Team

15



Design & Engineering

22



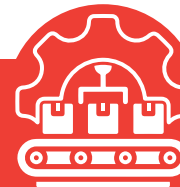
Manufacturing
Team— Engineers

37



Manufacturing
Team— Skilled

72



Manufacturing Team—
Semi-Skilled

43



Manufacturing
Team— UnSkilled

22

Our Strengths



Strong Leadership & Technical team with understanding of stringent Defense Standards.



Innovation
Adaptation
Transformation



Single source for Various equipments for lifecycle of Indian Navy ships and submarines.



Repairs of Critical Equipment throughout life cycle of Submarines.



State of Art Manufacturing and Testing Facility in India. Turnkey Project Management



Rapid Prototyping of equipment and systems as part of Make in India. Extensive Vendor Ecosystem

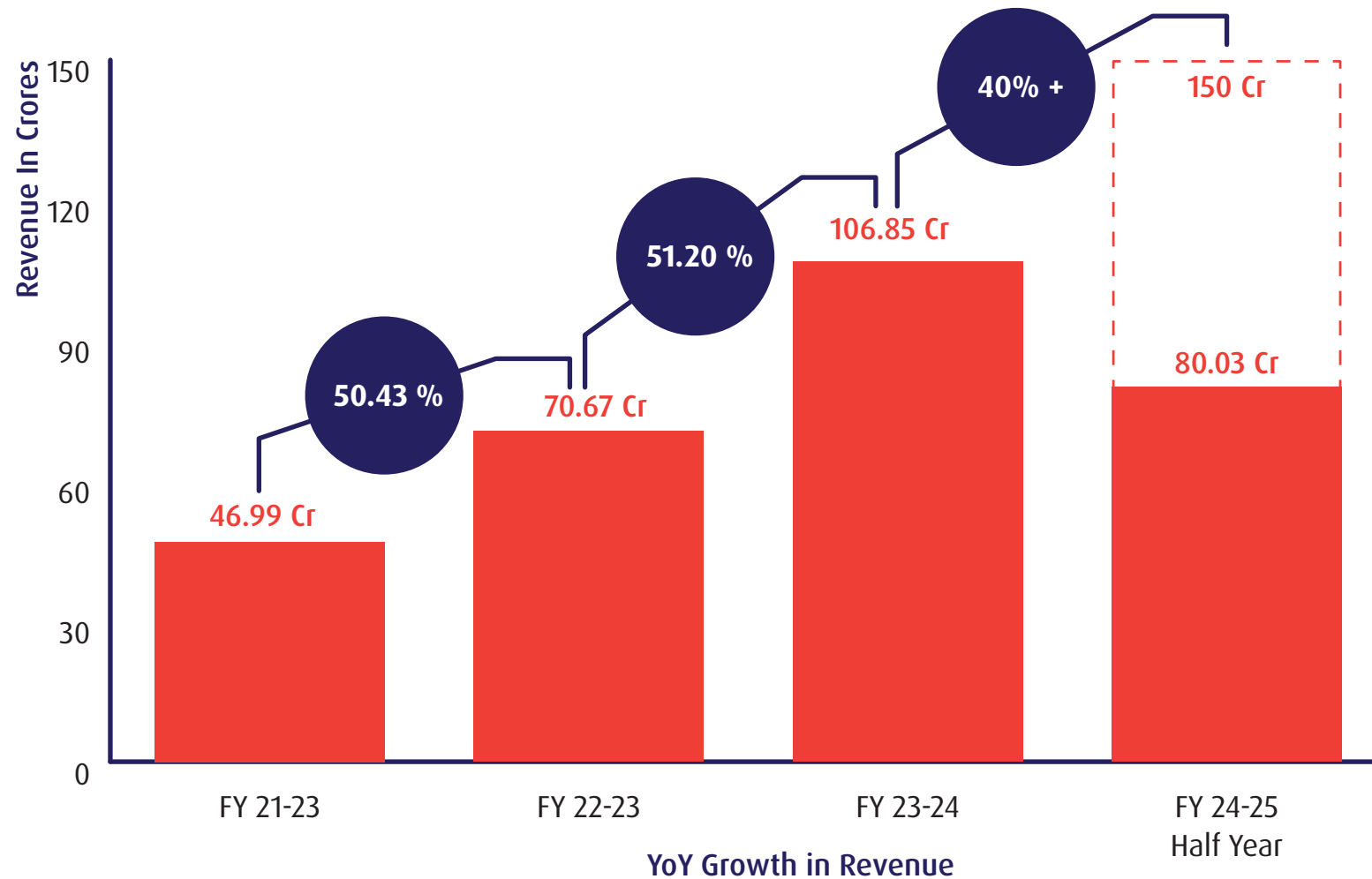


Design department equipped with latest technology for product development.

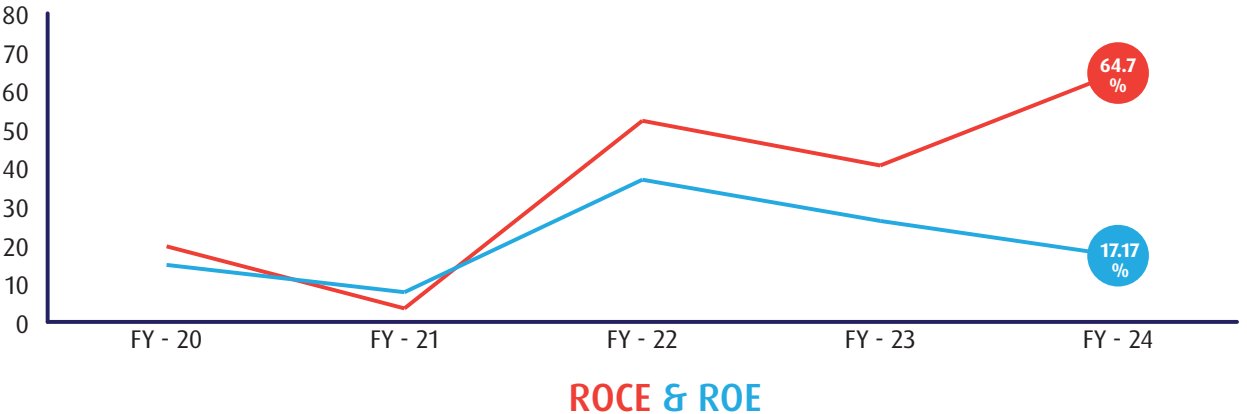
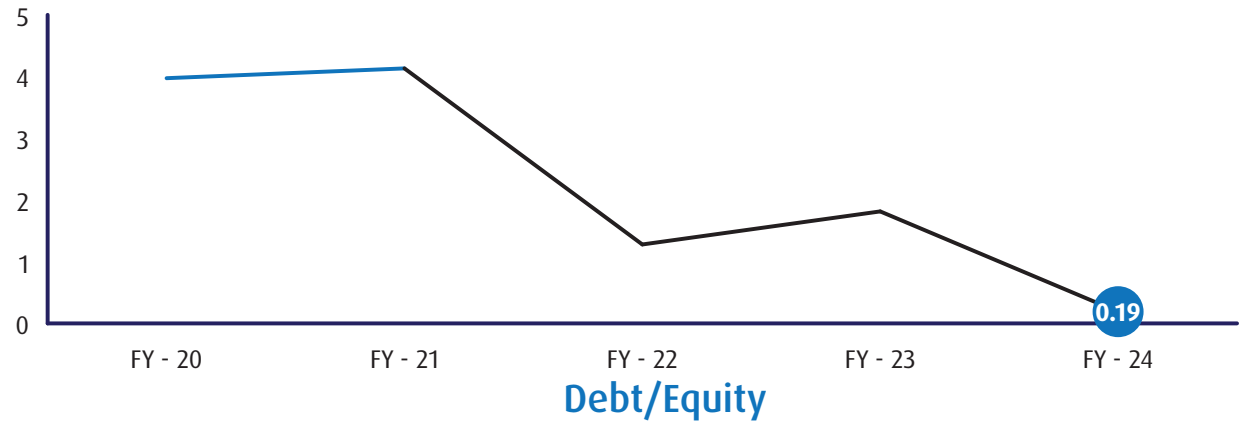
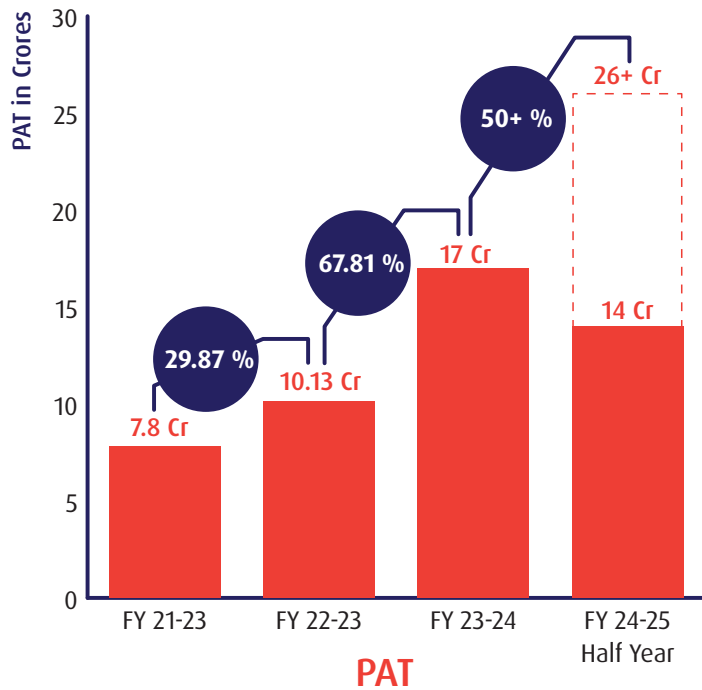


Protection of IP of clients and partners and strictly follow IPR & NDA.

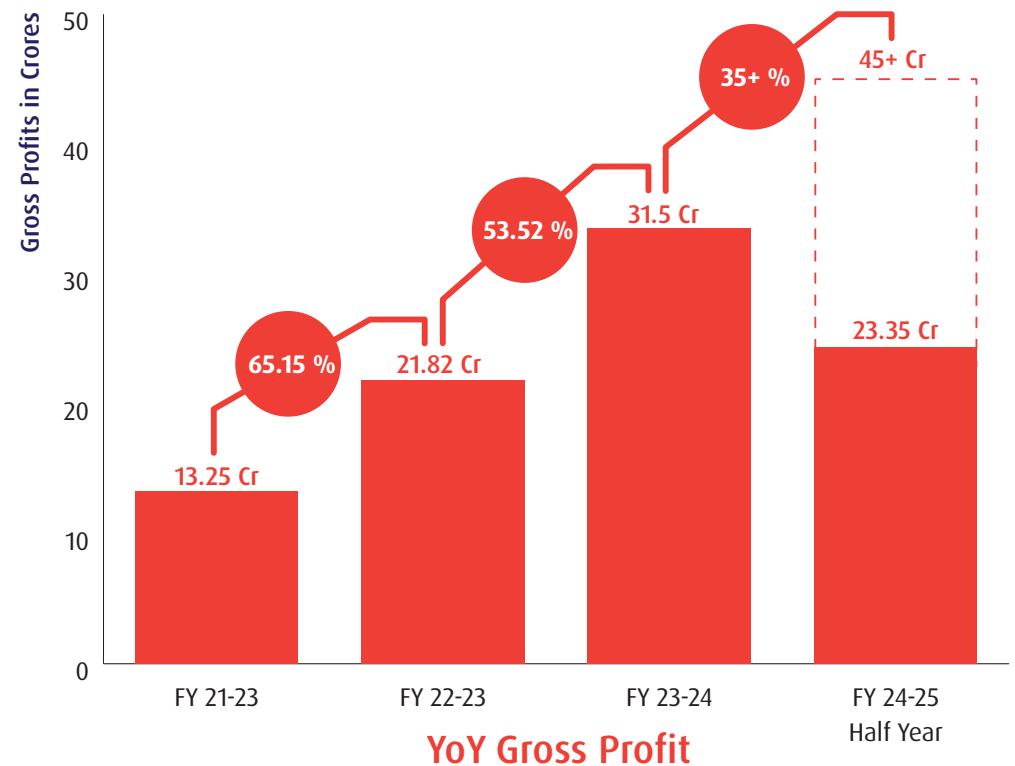
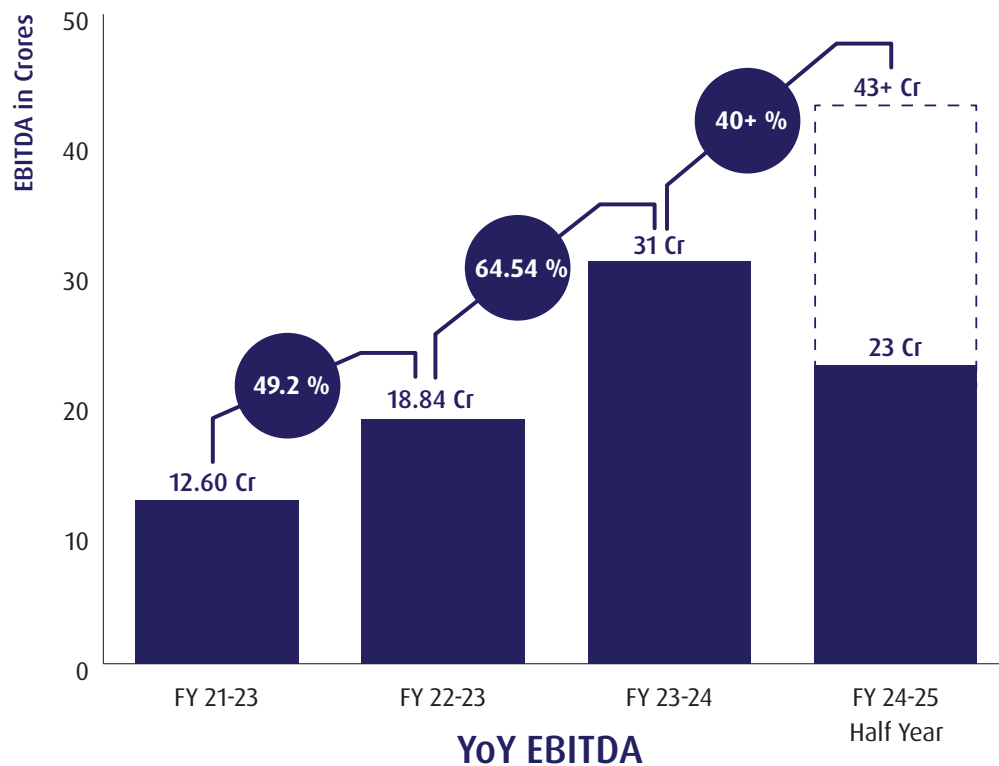
Financials — Revenue



Financials — PAT & ROE



Financials — EBITA & Gross Profit



Financials — Growth & Key Ratios



Sales
Growth

95%

Profit
Growth

309%

Return on Capital
Employed

38%

Return on Equity

85%

Earnings Before Interest,
Tax, Depreciation &
Amortization

116%



Order Book

600+
Crore

EPS

₹9.21

Current
Ratio

4.24

Debt- Equity
Ratio

0.19

Debt Service
Coverage Ratio

6.71

Our Presence



OUR PARTNERS



Conclusion



CFF Fluid Control Ltd. has carved a niche as a reliable and innovative partner in the defense sector, delivering cutting-edge solutions that align with India's strategic goals of self-reliance. Its commitment to quality, partnerships with global and domestic defense leaders, and robust financial performance underscore its status as a trailblazer in indigenous engineering. As the company continues to expand its offerings and geographical reach, it remains steadfast in its mission to support the Indian Navy's evolving needs and contribute meaningfully to the nation's defense capabilities. This presentation underscores the company's journey, highlighting its achievements, strategic initiatives, and its bright prospects for the future.



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